



2006 Annual PPO Forum









January 29 - 31, 2006 Marco Island Marriott Resort, Golf Club And Spa <u>Marco I</u>sland, Florida

CO-SPONSORED BY

National Association of Specialty Health Organizations

A MERICAN A SSOCIATION OF Preferred Provider Organizations



Personal Invitation From The President

It is my pleasure to invite you to the largest annual gathering of PPO professionals in the industry – AAPPO's 2006 Annual PPO Forum on January 29 - 31. AAPPO will present an exciting and informative agenda featuring a distinguished group of speakers, valuable breakout sessions and many networking opportunities. The 2006 forum will take place at the luxurious Marco Island Marriott Resort, Golf Club and Spa on the West Coast of Florida.

I am especially pleased that former U.S. Senator Robert Dole will be the keynote speaker for our Chairman's Dinner. Attendees will have an opportunity to meet Senator Dole during the Chairman's Reception and receive a signed copy of his latest book, One Soldier's Story.

New for 2006, AAPPO will host the First Annual Women's Leadership Symposium for executive women. The Symposium, co-sponsored by Women Business Leaders of the U.S. Health Care Industry, will provide a provocative dialogue on the issues confronting professional women who aspire to the highest levels of leadership in the health care industry.

AAPPO's 2006 Annual Forum will tackle critical topics impacting the PPO industry in three significant areas: the convergence of business challenges and opportunities in today's health care market, the role of PPOs in linking cost with quality and meeting consumer demands through benefit integration.

In addition to our diverse schedule of breakout sessions, AAPPO has planned several recreational events to maximize networking opportunities, including our Second Annual Flexibility 5K Fun Run / Walk to benefit the Susan G. Komen Breast Cancer Foundation, the AAPPO Annual Golf Scramble and our Casino Night AAPPO PAC fundraiser.

Please join me for this exciting, once-a-year opportunity to share ideas, collaborate and learn more about cutting edge-strategies shaping PPOs from the best and brightest in our industry. It is an honor to be your host for AAPPO's premier industry gathering, the 2006 Annual Forum. I look forward to seeing you in January.

Best regards, Kaun Alleviose Waren Greenrose, AAPPO President

> Thomas Cox President

A Special Salute to 2004-2005 AAPPO Chairman Tom Cox

Focus Health Care Management, Inc

Tom Cox stepped into the role of AAPPO Chairman in January 2004 and immediately infused the organization with a positive, productive sense of direction. During his term, AAPPO became a more respected advocate on Capitol Hill, launched a continuing education program designed specifically for PPO professionals and evolved its operational structure to

better serve the needs of its members. Tom's collegial style, which wasn't above a little fun showmanship to make an important point, welcomed ideas from the entire membership. And they contributed. He leaves a stronger association as his legacy.

On behalf of the AAPPO Board and membership, we salute Tom for his many contributions and strong stewardship during the past two years. We thank him for all he has done to position AAPPO as the leading advocate for the PPO industry.

And a Warm Welcome to Our New Chairman Elect, Kraig Boysen



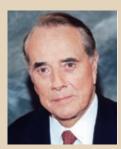
Kraig Boysen

Vice President, National Contracting The Principal Financial Group

Kraig Boysen is currently vice president, national contracting, for the Principal Financial Group. He is also the president and CEO of HRGi, a subsidiary of the Principal Financial Group. An AAPPO board member since 2000, Kraig was also an active member with the Health Insurance Association of America, serving on a number of their committees. He

also chaired the governing board of the Iowa Community Health Management Information System for five years. AAPPO welcomes the opportunity to work with Kraig Boysen in this new role as AAPPO Chairman when he assumes his post on January 1, 2006.

PPO INDUSTRY OUTLOOK 2006



Chairman's Dinner Keynoter Former U.S. Senator **Robert Dole** Distinguished American Political Leader



Day One Keynoter Christie Nordhielm, Ph.D. Associate Professor of Marketing, University of Michigan Business School



Day Two Keynoter Jeffrey M. Trent, Ph.D. President & Scientific Director, TGen

Featured Speakers

"Leadership and Values in the 21st Century"

Recognized as one of the most prominent political figures of our time with a distinguished record of service, Robert Dole continues to make a difference in the lives of the American people. As chairman of the National World War II Memorial, author of three best-selling books, a frequent guest on late night talk shows, two Super Bowl commercial appearances and commentator on CBS's *60 Minutes*, Bob Dole is part of the American landscape.

His 1996 candidacy for the White House cemented his reputation as an honest, respected statesman who will long be considered one of the most powerful senators and brilliant legislators of our times. In 1997, he was awarded the Presidential Medal of Freedom as a tribute to his character and his contributions to the nation.

Senator Dole's effectiveness as a consensus-builder and his commitment to deficit reduction and economic growth have earned him the admiration of Republicans, Independents and Democrats alike. On issue after issue, Senator Dole is a statesman who has made his mark.

Attendees will have an opportunity to meet Senator Dole during the Chairman's Reception and receive a signed copy of his latest book, *One Soldier's Story*.

"Corporate Self-Esteem: Transforming Competencies Into Customer Benefits"

Christie Nordhielm, Ph.D., is a recognized academic and educator, marketing consultant and business strategist. She has worked for a variety of organizations globally, including American Express, W.J. Wrigley, Sprint, Jim Beam Brands Worldwide, Johnson & Johnson, ABN AMRO bank, as well as numerous mid-sized businesses in the United States, Asia and Latin America. In addition to her consulting work, she lectures extensively both domestically and abroad, and is frequently quoted on a variety of marketing issues in major media outlets.

Dr. Nordhielm's research interests include consumer behavior, customer satisfaction, and the application of systems thinking to marketing strategy. She will sign copies of her latest book, *Marketing Management: The Big Picture*, immediately following her morning keynote address on Monday, January 30, 2006.

"The Advent of Genomic Medicine: Defining the Balance of Risk and Benefits in the Era of Genomics"

Jeffrey Trent, Ph.D., is president and scientific director of the Translational Genomics Research Institute (TGen). TGen's mission is to make and translate genomic discoveries into advances in human health. To accomplish this, TGen is assembling a large team of laboratory scientists, computer experts, biomedical engineers and clinical partners who will take the knowledge gained from the Human Genome Project and create practical discoveries that ultimately will help diagnose and treat many diseases. Prior to founding TGen, Dr. Trent founded and directed the National Institutes of Health's laboratory division in charge of coordinating and finalizing the Human Genome Project.

Dedicated to fighting cancer, Dr. Trent's research career has provided important insights into the genetic basis of cancer and has led to improved diagnosis and treatments that are more effective for those battling breast cancer, melanoma and other forms of this debilitating disease. He is the author of over 300 manuscripts in scientific literature, has received numerous honors and awards and sits on the editorial boards of a dozen scientific publications.

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bout AAPPO

The American Association of Preferred Provider Organizations is the only nonprofit organization advocating solely on behalf of preferred provider organizations (PPOs) in the United States. Founded in 1983, the Association's mission is to advance and promote the PPO value proposition of access, choice and flexibility by...

- Informing and educating the public policy and regulatory arena about PPO business practices
- Facilitating best practices by developing and advancing PPO industry practices and guidelines
- Promoting PPOs as the preferred health care solution through strategic communications outlets
- Supporting professional growth through comprehensive training programs to meet PPO's ongoing needs.

Who Should Attend the Forum?

More than 95 percent of last year's forum attendees consisted of PPO leadership and managers - CEOs, COOs, CFOs, presidents, and vice presidents (50 percent); directors/ managers (30 percent); and medical directors (15 percent).

- Consultants
- Brokers/Agents
- Employers
- Plan Administrators, TPA **Executives**
- CEOs. COOs. CFOs
- Health Care Professionals
- Compliance Officers
- Human Resources Professionals
- Medical Directors

Concurrent Tracks

 MGUs/Stop-Loss Executives Risk Managers,

- Benefits Administrators/

The forum's three-track format lets you focus on a single topic or attend a schedule of sessions tailored to your interests.

Track I – PPO Compass: Challenges and Opportunities Converge In Today's PPO Market

Industry consolidation. Regulatory compliance. Intellectual capital. Medicare Advantage program. Are these business-limiting challenges or market-expanding opportunities? Track I will offer insights on all of these topics and more to help PPOs chart a future course.

Track II - Linking Cost with Quality - The Role of PPOs

Delivering quality in today's marketplace is no longer an option. It's a mandatory cost of doing business. But that doesn't mean that quality programs can't improve the bottom line. Track II will offer further insight.

Track III – Benefit Integration: Are Consumer Demands Being Met?

The consumer movement and costs have changed health benefits packages for good. Employers and PPOs have responded with a variety of innovative offerings. But are they what consumers want? And are they delivering the health care they need? Track III explores the answers.

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Action Steps:

AAPPO's 2nd Annual Flexibility 5K Fun Run/Walk Fundraiser



Beech D Street CORPORATION

Don't forget to pack your running shoes. AAPPO is sponsoring the 2nd Annual Flexibility 5K Coastline Fun Run/Walk (2.5K) on Sunday, Jan. 29, 2006, 8:00 am - 10:00 am. This is your opportunity to get the forum off to a healthy start and support the Southwest Florida affiliate of the Susan G. Komen Breast Cancer Foundation. All registration fees and sponsorships, combined with a minimum contribution of \$6,500 from AAPPO, will be donated to this nationally respected health charity. Registration is \$35 per entrant. AAPPO requests that each walker/runner secure a minimum of \$100 in sponsor pledges for this event (your \$35 registration fee plus at least an additional \$65 in sponsorships). Visit Forum Preview - Fun Run/Walk at www.aappo.org for event highlights and registration details.

Key 2006 Annual PPO Forum Contacts

Registration Information

Melissa Cox AAPPO Events Coordinator Phone: (502) 403-1122 ext. 101 Fax: (502) 403-1129 mcox@aappo.org

Exhibit and Sponsorship Information Fax: (678) 473-1612 Julian Roberts AAPPO Vice President, Memberships & Sponsorships Phone: (404) 634-8911 Fax: (502) 403-1129 jroberts@aappo.org

Meeting and Convention Planner Denise Groza Groza Meetings Corporation 1955 Woods River Lane Duluth, GA 30097 Phone: (678) 475-6965

Hotel Information

Marco Island Marriott Resort, Golf Club and Spa 400 South Collier Boulevard Marco Island, Florida 34145 Phone: (239) 394-2511 (resort/ reservations) Fax: (239) 642-2672 www.marriott.com/property/ propertypage/MRKFL



Forum Agenda at a Glance

Sunday, January 29, 2006

8:00 am – 9:00 am

AAPPO Flexibility 5K Coastline Fun Run/ Walk Fundraiser \$35 Registration Fee (plus \$65 in sponsorships; 100 percent of all entry fees and an AAPPO contribution will be donated to the Susan G. Komen Breast Cancer Foundation.)

9:00 am – 10:00 am AAPPO Flexibility 5K Breakfast

10:00 am – 6:00 pm Registration/Information Desk Open

10:00 am – 2:00 pm AAPPO and NASHO Committee Meetings

(All member attendees welcome and must R.S.V.P. to AAPPO when registering.)

2:00 pm – 3:00 pm Executive Committee Meeting (By invitation)

3:15 pm – 4:15 pm Joint AAPPO/NASHO Board Meeting (*By invitation*)

4:15 pm – 5:15 pm AAPPO Board Meeting (*By invitation*)

4:15 pm – 5:15 pm NASHO Board Meeting (By invitation)

5:30 pm – 6:30 pm AAPPO/NASHO Board Reception (By invitation)

6:30 pm – 9:30 pm "Casino Night" AAPPO PAC Fundraiser Dinner

\$125 contribution per attendee. (All attendees, spouses and guests welcome and must R.S.V.P. to AAPPO when registering.) Dinner will be served from 6:30 pm to 7:30 pm. "Casino Night" tables open at 7:15 pm.

Monday, January 30, 2006

7:00 am – 6:00 pm Registration/Information Desk Open

8:00 am – 9:00 am Breakfast and Board of Directors Annual AAPPO and NASHO Business Meeting (All Forum attendees welcome and must R.S.V.P. to AAPPO when registering.)

9:00 am – 9:30 am Welcome/PPO Industry Address

9:30 am – 10:30 am Keynote Address: "Corporate Self-Esteem: Transforming Competencies into Customer Benefits"

Christie Nordhielm, Ph.D., Associate Professor of Marketing, University of Michigan Business School

Monday, January 30, 2006 (cont.)

10:30 am – 11:30 am Nordhielm Book Signing

11:00 am – 5:00 pm

AAPPO Annual Golf Scramble \$190 per golfer (includes greens fees, cart and box lunch. All attendees, guests and spouses welcome and must R.S.V.P. to AAPPO when registering.)

Bus will leave for Golf Scramble at 11 am. All golfers must be on the course ready to play at the Scramble's 12 pm (noon) shotgun start.

12:00 pm – 4:00 pm

Women's Leadership Symposium \$395 per attendee includes luncheon, Symposium and reception. All women attendees in senior level positions are welcome to register and must R.S.V.P. to AAPPO when registering. The Symposium is sponsored by AAPPO and Women Business Leaders of the U.S. Health Care Industry.

5:00 pm – 6:00 pm

Women's Leadership Symposium Reception (all Women's Leadership Symposium attendees welcome)

6:00 pm – 8:00 pm Forum Opening Reception and Exhibit Hall Opening

Tuesday, January 31, 2006

7:30 am – 6:00 pm Registration Desk Open

7:30 am – 9:00 am Leadership Circle Roundtable and Breakfast (*By invitation*)

8:00 am – 9:00 am Breakfast/Exhibit Hall Open

9:15 am – 10:15 am Keynote Address: "The Advent of Genomic Medicine: Defining the Balance of Risk and Benefits in the Era of Genomics"

Jeffrey M. Trent, Ph.D., President & Scientific Director, TGen

10:15 am – 10:30 am Break

10:30 am – 11:30 am Track I: Session 1 Intellectual Capital: Creating the Essentials for Tomorrow's PPOs

Track II: Session 1 Becoming a Believer: Proving Quality Improves Cost

Track III: Session 1 Benefit Transformation: Industry Experts Share Lessons Learned

Tuesday, January 31, 2006 (cont.)

11:30 am – 1:00 pm Lunch/Exhibit Hall Open

1:00 pm – 3:45 pm Concurrent Tracks – Sessions 2, 3 & 4

1:00 pm – 1:45 pm

Track I: Session 2 Sarbanes-Oxley: Integrating Compliance with Operations

Track II: Session 2 Quality Data: A Rising Tide

Track III: Session 2 HSAs: Industry Report

1:45 pm – 2:45 pm

Track I: Session 3 PPO Leadership Perspective: Navigating Through Market Consolidation

Track II: Session 3 The Wisdom of Top Medical Management Leaders: A Guide to Success

Track III: Session 3 Top Priorities When Integrating Benefits

2:45 pm – 3:00 pm Break

3:00 pm – 3:45 pm Track I: Session 4 MA-PD Risk Adjustment: Opportunities for Networks and Payers

Track II: Session 4 Health Care Review and Future Preview

Track III: Session 4 Industry Commentary: Consumer Impact on Future Benefit Offerings

4:30 pm – 5:15 pm Sponsor/Exhibitor Appreciation Reception (*By invitation*)

5:30 pm – 7:00 pm Chairman's Reception

Exhibit Hall Open

7:00 pm – 9:30 pm Chairman's Dinner Dinner Keynote Address: "Leadership and Values in the 21st Century"

Former U.S. Senator Robert Dole (All attendees welcome and must R.S.V.P. to AAPPO when registering.)

9:30 pm Forum Adjourns

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Past Forum Exhibitors and Sponsors

AAAHC Advanced Text & Data AdvancePCS American Healthway American Medical Association **American Specialty** Health Bases Loaded, Inc. **Beech Street Corpo**ration **Beltone Electronics** Corporation **Block Vision, Inc. Booz-Allen-Hamilton** CareCore National, LLC CareVu **Catalyst Technolo**gies, Inc. CHN Claimshop, Inc. ClaimsPRO CorpHealth, Inc. CSC **Data Dimensions** Corporation Data Perfection, Inc. Docucorp **ERISA Claim** Exchange, Inc. **First Choice Health** Focus GeoAccess **GTESS Corporation HealthAxis Health Care News-Health e-Connex** HealthHelp, Inc. **Health Integrated HealthLine Systems Health Network** Systems **Health Share** Technologies **Health Solutions Plus** HomMed Focused Care Humana (ChoiceCare Network) Ingenix **Integrated Health**care Solutions **Interactive Payer** Network InterGroup **ICAHO** Lason

Linnaeus, Inc. LipoScience **Managed** Care Software **Matria Healthcare McKesson Health** Solutions **Med-Advantage MedFocus** MedImpact MedSolutions MedStat **Medical Review In**stitute of America MedTronics MultiPlan, Inc. MyHealthBank, Inc. NCOA Neurotech, Inc. Newkirk **OAO HealthCare** Solutions, Inc. OrthoRehab PHCS **PlanVista Solutions** PPOM ppoOne Preferred Choices **Preferred Medical Claim Solutions Preferred Therapy** Providers **Priority Healthcare** Corporation **Quest Diagnostics** Renaissance Scan-Optics, Inc. Scott-Macon SHPS SK&A **Sleep Solutions, Inc. Smart Data Solutions** Smith & Nephew, Inc. Medical Group Stateside Associates Symphony Data Corporation Talisma **Tela Sourcing, LLC** The TriZetto Group. Inc. URAC VestaCare, Inc. VSP Walgreens Pharmacy Management WebMD

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Exhibiting and Sponsorship

The 2006 Annual PPO Forum is the largest PPO industry event of the year and an exclusive opportunity for exhibitors and sponsors to target PPO executives with purchasing power!

At last year's Annual PPO Forum...

- More than 80 percent of forum attendees were decision makers.
- All of AAPPO's leadership and more than 80 percent of attendees spent more than three hours in the exhibit hall.
- More than 75 percent of attendees said they valued the opportunity for face-to-face time with vendors providing products and services to the PPO marketplace.

AAPPO Exhibits and Sponsorships are a prime opportunity for establishing business contacts. We pride ourselves on offering annual forum exhibit space and sponsorship opportunities to an exclusive group of companies – limited to 60 – that provide services and products to the PPO industry. As a result, you get more direct and exclusive time to network with serious buyers and decision makers in the PPO industry.

Reserve Your Exhibit Space Now!

DAY ONE 6:00 pm – 8:00 pm	Forum Opening Reception/Exhibit Hall Opening
8:00 am – 9:00 am 11:30 am – 1:00 pm	Tuesday, January 31 Breakfast/Exhibit Hall Open Lunch/Exhibit Hall Open Chairman's Reception/ Exhibit Hall Open

Contact: Julian Roberts – AAPPO Vice President, Memberships & Sponsorships Phone: (404) 634-8911 Fax: (502) 403-1129 jroberts@aappo.org

Location Details

Marco Island Marriott Resort, Golf Club and Spa

Located directly on the Gulf of Mexico, along three and one-half miles of pristine white-sand beach, the award-winning, AAA four-diamond resort offers more than 700 newly renovated rooms and suites, three restaurants, a full-service spa and an 18-hole championship golf course. Whether you want to golf, relax at the new spa or lounge on the beach, this is the perfect location. Visit www.marriott.com/property/propertypage/MRKFL for more information.

Travel and Transportation

The Marco Island Marriott Resort, Golf Club and Spa is located approximately 50 miles south of Fort Myers, FL. Guests should fly into Southwest Florida International Airport (www.flylcpa.com) in Fort Myers.

AAPPO has negotiated an exclusive group discount for transportation between the Southwest Florida International Airport and the resort through Naples Transportation and Tours. AAPPO strongly encourages you to take advantage of this discounted transportation. A customary taxi fare (one way) is approximately \$75. Parking at the resort is limited. Many restaurants and shops are within a short, three block walk or a quick cab ride from the hotel. More information will be available on the home page of the AAPPO Website (www.aappo.org).

Shopping and Sightseeing

Many exciting shopping and sightseeing opportunities await you. The Marco Island Marriott Resort, Golf Club and Spa is within convenient walking distance or a short cab ride to a variety of attractions and landmarks...

- Everglades National Park
- Teco Arena Estero
- Corkscrew Sanctuary
- 5th Avenue shopping
- Tin City shopping

Dress Code

- Extensive watersports (on-site)
- Corkscrew Sanctuary Wildlife Nature Trail
- Sanibel Island
- Marco Marina boat tours and charter fishing

The dress code for the 2006 Annual PPO Forum is business casual. January daytime temperatures in South Florida average 75 degrees; evening temperatures are in the mid-50s.

Registration Form

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AAPPO 2006 Annua	al PPO Forum January 29 - 31, 2006 Marc	o Island Marriott Resort, Golf Clu	b And Spa Marco Island, Florida	
Registration Fees:	EARLY REGISTRATION By November 30, 2005 AAPPO Members: \$795 Non-Members: \$995	STANDARD REGISTRA After November 30, 20 AAPPO Members: \$89 Non-Members: \$1,095	005 05	
Other fees: Spouse/Partner Passes	Forum Events: \$350 – Includes signed books, exhibit hall access, receptions and Chairman's Dinner. Does not include "Casino Night."			
	Chairman's Event: \$250 - Includes bool		•	
"Casino Night"	\$125 contribution (all attendees, includi sonal check payable to AAPPO PAC or a		must be in the form of a per-	
Online Registration:	www.aappo.org			
Written Registration:	To register for this program, please mail Suite 303, Louisville, KY, 40202 Phone			
Payment	To qualify for the early registration fees, registration forms and payment must be received by AAPPO no later than Friday, November 30, 2005. Registrations received after this date are subject to the standard registration fees.			
Hotel Reservations:	Standard Guest Room \$239 plus 9% tax. Please call the hotel directly at 1-800-438-4373 to make room reservations for this event. Ask for the AAPPO rate as listed above. All room reservations must be made by Friday, December 30, 2005, to guarantee these rates. Visit www.marriott.com/property/propertypage/MRKFL for more information.			
Cancellations:	You may cancel your registration and receive a full refund less a \$250 processing fee, if your notification is received in writing by mail, fax or email by Wednesday, November 30, 2005. Written requests should be sent to: AAPPO, 222 South First Street, Suite 303, Louisville, KY, 40202; fax to (502) 403-1129, or email to mcox@aappo.org. No refunds will be issued for cancellations received after November 30, 2005.			
Contact Name and Pho	ne (if different from attendee)			
Attendee Name				
Company and Title				
Address				
City/State/Zip				
Phone	Fax	E-mail		
I want to attend the foll	owing. (Check all that apply. Please inclu	ude event costs in your total regi	stration fee.)	
 sponsor pledges) AAPPO "Casino Night tribution per attended guests. Payment mus payable to AAPPO PA Breakfast and Board AAPPO Annual Golf S 	num; \$35 registration fee plus \$65 in "PAC Dinner/Fundraiser (\$125 con- e requested – including spouses and st be in the form of a personal check C or a personal credit card.) of Directors Annual Business Meeting cramble (\$190 includes greens fees,	AAPPO Committee Meetings (members only) Audit Business and Membership Development Education Advisory Medical Provider Affairs Operations Public Policy/PAC	Spouse/Partner Passes ☐ Forum Events \$350 ☐ Chairman's Event \$250 ☐ "Casino Night" \$125 Spouse/Partner Name:	
symposium and rece	Symposium (\$395 includes lunch, ption) n and Book Signing from former U.S.	NASHO Committee Meetings (members only) Accreditation HSA/HRA Task Force Public Policy	☐ Forum Day Pass (1/30) \$600 ☐ Forum Day Pass (1/31) \$600	
Registration Type: 🗌 Ea	rly Registration \Box Standard Registration	"Casino Night" Contribution (P4	AC laws require a separate payment)	
Registration Total (registr "Casino Night") \$	ration fee and event costs, excluding	\$ Payment: □ Check (payable to AA	APPO PAC)	
Payment: Check (paya		🗆 Visa 🛛 AMEX 🛛	□ MC ´ □ Money Order Exp. date/	
	Exp. date/			
	Exp. date/			
		Special Needs: Please ext. 101 or mcox@aa	e contact us at (502) 403-1122 opo.org.	

1. Early registration will be honored if the registration form and payment are received by 11/30/05.

Make all checks payable to AAPPO (please mail checks to address above).
 No bank transfers will be accepted.

4. All checks must be in U.S. dollars drawn on U.S. banks only. Post-dated checks not accepted.

5. American Express, Visa and MasterCard are accepted.

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Louisville, KY 40202





NATIONAL Association of SPECIALTY HEALTH ORGANIZATIONS

Marco Island Marriott Marco Island, Florida

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January 29 - 31, 2006 **Resort, Golf Club And Spa**

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2006 FORUM SPONSORS

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EN BUSINESS LEADERS

Sponsorship Opportunities

	One P	latinum S	ponsorshi	ns
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Each Level One Platinum Sponsor opportunity includes...

- Exhibit space 8' x 10' booth (\$3,000 value)
- Two complimentary Forum passes (\$2,190 value)
- Signage displaying company logo (acknowledging sponsorship)
- Company acknowledgment at Forum
- Company description/marketing materials included in attendee packet
- Registration list provided three weeks prior to and immediately following Forum
- Company logo placement on AAPPO Website for one year
- One guest invitation to Forum Board Reception
- Additional valuable benefits (see opportunity for specifics)

Track Sponsor (Three available)

- Faculty advisor to support development of track sessions
- Opportunity to develop one track session
- Opportunity to introduce track speakers/panelists
- Company introduction at Forum
- Acknowledgment in Forum marketing brochure
- Three additional Forum passes may be purchased at \$400 each

Board Meeting Sponsor

- Presentation to AAPPO Board of Directors
- Two additional Forum passes may be purchased at \$400 each

Chairman's Dinner Sponsor

- Company introduction/acknowledgment at dinner
- Two additional Forum passes may be purchased at \$400 each

Registration Gift Bag

- Company logo placement on attendee gift bag provided registration
- Gift bag includes island goodies along with a raffle ticket that must be returned to sponsor's booth for prize drawing
- Two additional Forum passes may be purchased at \$400 each

2006 Annual Golf Scramble Overall Sponsor

- Two players in tournament (\$380 value)
- Company introduction/acknowledgment at golf tournament
- One hole sponsorship at golf tournament (\$500 value)
- Two additional Forum passes may be purchased at \$400 each

2006 Flexibility 5K Fun Run/Walk Overall Sponsor

- Company logo on T-shirts for 5K participants and AAPPO leadership
- Company introduction/acknowledgment at 5K Fun Run/Walk
- Two additional Forum passes may be purchased at \$400 each

Forum Presentations CD-ROM

- Company logo and brief message on CD-ROM of Forum presentations to be sent to all attendees immediately following Forum
- Company logo and brief message on AAPPO website for one year
- Company introduction/acknowledgment at dinner
- Two additional Forum passes may be purchased at \$400 each

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CO-SPONSORED BY:

National Association of Specialty Health Organizations

An AAPPO Partner Association

Cost: \$10,000

Cost: \$10.000

Cost: \$18,000

Cost.\$12.000

Cost: \$12,000

Cost: \$12,000

Cost \$10.000

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 Island Beach Towel Giveaway Company logo placement on Forum Giveaway provided to each attendee at registration 	Cost: \$10,000
 Two additional Forum passes may be purchased at \$400 each 	
 Board Reception Sponsor Company introduction and brief remarks at reception Two additional Forum passes may be purchased at \$400 each 	Cost: \$8,500
 Chairman's Reception Sponsor Company introduction/acknowledgment at reception Two additional Forum passes may be purchased at \$400 each 	Cost: \$8,500
 Opening Reception Sponsor Company introduction/acknowledgment at reception Two additional Forum passes may be purchased at \$400 each 	Cost: \$8,000
 Business Leadership Roundtable Sponsor Company introduction/acknowledgment at roundtable Two additional Forum passes may be purchased at \$400 each 	Cost: \$8,000
 Registration Refreshment Sponsor (Three-Day Sponsorship) Company introduction/acknowledgment at reception 	Cost: \$8,000

• Two additional Forum passes may be purchased at \$400 each

Level Two Preferred Sponsorships

Each Level Two Preferred Sponsor opportunity includes...

- Exhibit space 8' x 10' booth (\$3,000 value)
- One complimentary Forum pass (\$1,095 value)
- One complimentary exhibitor hall pass (\$200 value)
- Company acknowledgement at Forum
- Company description/marketing materials included in attendee packet
- Receive registration list three weeks prior to and immediately following Forum
- Additional valuable benefits (see opportunity for specifics)

Touch Point (Gold) Sponsorships (Select one or more) Cost: \$8,000 each

Cost: \$7,000 each

Cost: \$5,000 each

- Bookmark Sponsorship Former U.S. Senator Robert Dole
- Room Key Sponsorship
- Island Sandals Sponsorship

Touch Point (Silver) Sponsorships (Select one or more)

SQLIAttendee Briefcase Sponsorship

- Exhibit Hall Water Bar Sponsorship
- Attendee In Room Sponsorship

Touch Point (Bronze) Sponsorships (Select one or more)

- Attendee Binder Sponsorship
- Note Pad & Pen Sponsorship
- Bookmark Sponsorship Professor Christie L. Nordhielm, Ph.D.
- SQL Lanyard Sponsorship

Level Three Supporting Sponsorships

Each Level Three Preferred Sponsor opportunity includes...

- Company acknowledgement at Forum
- One Forum pass may be purchased at \$400
- Company description/marketing materials included in attendee packet
- Registration list provided three weeks prior to and immediately following Forum
- Additional valuable benefits (see opportunity for specifics)

Annual Golf Scramble Sponsorships

- Company acknowledgment at Forum
- Includes one player in tournament (\$190 value)
- Signage displaying company logo, acknowledging sponsorship

(Select one or more)

 Beverage Cart Sponsor Lunch Sponsor Closest to the Hole Sponsor (includes hole sponsorship and prize) Longest Putt Sponsor (includes hole Sponsorship and prize) Longest Drive Sponsor (includes hole sponsorship and prize) Hole Sponsor 	\$5,000 \$2,000 \$750* \$750* \$750* \$500*
 2006 Flexibility 5K Fun Run/Walk Sponsorships Company acknowledgment at Forum Company description/marketing materials included in attendee packet 	
(Select one or more)	
 Brunch Sponsorship Signage with logo acknowledging sponsorship Water and Pre- & Post-Race Snack 	\$5,000 \$3,000
 "Casino Night" Sponsorships Company acknowledgment at Forum Company description/marketing materials included in attendee packet 	
(Select one or more)	
 Dinner Sponsorship (signage with logo acknowledging sponsorship) Chip Sponsorship (company logo on casino chips) Table Sponsorship (signage on casino tables) 	\$3,500 \$2,500 \$2,500
Breakfast/Lunch Sponsor (One Each) Cost: \$3 • Company introduction/acknowledgment at breakfast or lunch • Company description/marketing materials included in attendee packet • Receive registration list three weeks prior to and immediately following Fourier	,000 each

Receive registration list three weeks prior to and immediately following Forum

Exhibit Sponsor

- Exhibit space 8' x 10' booth
- One complimentary forum pass (\$1,095 value)
- One complimentary exhibitor hall pass (\$200 value)
- Receive registration list three weeks prior to and immediately following Forum

Premium Exhibit Add-on Sponsorships (select one or more)

 Logo placement on AAPPO Website for one year 	\$1,000 add-on
 Marketing materials included in attendee packet 	\$500 add-on
 Logo placement on Forum banner 	\$500 add-on
 Hole sponsorship at golf tournament 	\$350 add-on
 Additional exhibitor hall pass 	\$200 add-on
 Player in golf tournament 	\$190 add-on

Break Sponsor (Two Available)

- Company acknowledgment at Forum
- Company description/marketing materials included in attendee packet
- Receive registration list three weeks prior to and immediately following Forum





Cost: \$3,000

Cost: \$1,500 each*

Exhibitor and Sponsor Opportunities Registration Form

(Check Desired Sponsorship(s))Track Sponsor (One available)\$18,000Board Meeting Sponsor\$12,000Chairman's Dinner Sponsor\$12,000Registration Gift Bag\$12,0002006 Annual Golf Scramble Overall Sponsor\$10,0002006 Flexibility 5K Fun Run/Walk\$10,000Forum Presentations CD-ROM\$10,000Island Beach Towel Give Away\$10,000Board Reception Sponsor\$8,500Opening Reception Sponsor\$8,000Business Leadership Roundtable Sponsor\$8,000Registration Refreshment Sponsorship\$8,000	Annual Golf Scramble Sponsorships (Select one or more) Beverage Cart Sponsor \$5,000 Lunch Sponsor \$2,000 Closest to the Hole Sponsor \$750 Longest Putt Sponsor \$750 Hole Sponsor \$750 Hole Sponsor \$500 2005 Flexibility 5K Fun Run/Walk Sponsorships (Select one or more) Brunch Sponsorship Signage \$5,000 Water and Pre- & Post-Race Snack \$3,000
Touch Point (Gold) Sponsorships\$8,000 each(Select one or more)Bookmark Sponsorship – Former U.S. Senator Robert DoleRoom Key SponsorshipIsland Sandals Sponsorship	"Casino Night" Sponsorships (Select one or more) □ Dinner Sponsorship \$3,500 □ Chip Sponsorship \$2,500 □ Table Sponsorship \$2,500 □ Breakfast/Lunch Sponsor (circle choice) \$3,000 each
Touch Point (Silver) Sponsorships \$7,000 each (Select one or more) Attendee Briefcases Sponsorship Exhibit Hall Water Bar Sponsorship Attendee In-Room Sponsorship Attendee In-Room Sponsorship \$5,000 each (Select one or more) \$5,000 each (Select one or more) Attendee Binder Sponsorship Note Pad & Pen Sponsorship Bookmark Sponsorship Bookmark Sponsorship Lanyard Sponsorship	Exhibit Sponsor \$3,000 Exhibit Add-on Sponsorships (Select one or more) Select one or more) \$1,000 add-on Logo Placement on AAPPO \$1,000 add-on Website For One Year \$500 add-on Marketing Materials Included in Attendee Packet \$500 add-on Logo Placement on Forum Banner \$500 add-on Hole Sponsorship at Golf Tournament \$350 add-on Additional Exhibitor Hall Pass \$200 add-on Player in Golf Tournament \$190 add-on





All Forum sponsorship and exhibit fees are non-refundable

Authorization Statement: I am authorized by my organization to enter into a contractual agreement with AAPPO for a 2006 Annual PPO Forum exhibit and/ or sponsorship. I confirm my organization's intention to pay in full the sponsorships and/or exhibits identified above. I also acknowledge that I understand that **sponsorship and exhibit fees are non-refundable**. I agree to accept exhibit space assignment made by AAPPO (if exhibiting).

Sponsoring Company Name				
Contact Name/Title				
Address				
City/State/Zip				
Phone				
Signature				
Payment Amount \$				
Payment Options: Check (enclosed) AMEX MasterCard Visa Money Order (enclosed)				
	0			
Name on Card	Card N	umber		
Cardholder Signature			Expiration Date	/
Names/Titles of Complimentary Passes/Exhibit	Names/Titles of Complimentary Passes/Exhibit Hall passes (if applicable)			

Make all checks (in U.S. dollars drawn on U.S. banks only) payable to AAPPO. Post-dated checks and bank transfers not accepted.

Secure your sponsorship opportunity today. Fill out this registration form and fax it to AAPPO, (502) 403-1129, or mail the form to AAPPO, 222 South First Street, Suite 303, Louisville, KY, 40202.